

Message Text

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PAGE 01 SOFIA 01332 200839Z
ACTION EUR-12

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-----008885 201000Z /17
R 200751Z JUN 77
FM AMEMBASSY SOFIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3114

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USDOC FOR BEWT/TDAD/BOWIE

E.O. 116#/: NA
TAGS: EEWT, BEXP, EAIR, BU
SUBJECT: BULGARIAN OFFICIAL SAYS DOOR OPEN FOR US AIRCRAFT SALES
TO BULGARIA

REF: TDAD MONTHLY REPORT, MARCH 1977

1. DOUGLAS AIRCRAFT REP VISITED SOFIA JUNE 9-10 TO CALL
ON APPROPRIATE BULGARIAN OFFICES TO TRY TO SELL AIRCRAFT
AND EQUIPMENT. ONE CALL WAS AT MINISTRY OF FOREIGN
TRADE (MFT) WHERE HE STRESSED DOUGLAS'S WILLINGNESS TO
ACCEPT BUY-BACK ARRANGEMENTS.

2. IN GENERAL DISCUSSION DURING JUNE 15 CALL BY EMBOFFS
AT MFT, AMERICAN DESK OFFICER PETUR KALINOVSKI, A RELIABLE
WEATHER VANE ON THESE MATTERS, MADE FOLLOWING POINTS
REGARDING BULGARIA'S FUTURE AIRCRAFT PURCHASING PLANS:
(A) ALTHOUGH IT WAS CERTAINLY TRUE THAT BULGARIA NORMALLY
BOUGHT ITS AIRCRAFT FROM THE USSR AND WOULD BE UNDER
PRESSURE TO CONTINUE TO DO SO, "THE DOOR IS NOT CLOSED
TO WESTERN PLANES." (B) BUY-BACK ARRANGEMENTS, FOR
EXAMPLE, MARKETING OF BULGARIAN WINE IN US (AN AS YET
UNRESOLVED PROBLEM FOR BULGARIA), WILL OBVIOUSLY BE STRONG
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SALES POINT (REF).

3. USDOC/TDAD REQUESTED TO MAKE THIS INFORMATION AVAIL-
ABLE TO US AIRCRAFT FIRMS SUCH AS BOEING AND DOUGLAS
KNOWN TO BE INTERESTED IN SELLING TO BULGARIA AND SPECI-
FICALLY TO DOUGLAS REP WHO VISITED, DAVID B. MCCAUGHEY
(213-593-3018 OR 593-3654) IN LONG BEACH, CALIFORNIA.

HERZ

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Control Number: n/a
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Disposition Case Number: n/a
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Disposition History: n/a
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